Insurance – 1918

PRESIDENT HEMAN E. PERRY.

The Atlanta Independent

Mr. Perry is the man who built the Standard Life Insurance Company, and is possibly the highest salaried colored man in the state.

In 1915 the Independent, in its trade edition in December, wrote him up as the man who built the Standard Life—the only old-line legal-reserve insurance company owned and operated by Negroes in the world.

The Standard pays Mr. Perry a living salary of $5,000 for all of his time, but by his failure to render service for value received, he is not only lessening his usefulness as president of the Standard by the many things he is trying to promote without capital, but he is destroying his character as a business man in the community, and his personality can no longer be considered an asset to the Standard. And either his friends or his board of directors had better take him into their confidence, or his financial downfall will not only prove disastrous to the sundry adventures he is promoting without money, but the Standard Life, which he built, will feel keenly his failure.

Mr. Perry is President-Treasurer of the Citizens Trust Company, authorized capital, $500,000; President-Manager of a concern called the Service Company, authorized capital, $100,000. Both of these concerns were located in the Odd Fellows' Building, but disappeared like a rainbow before a noon-day's sun to an atmosphere more congenial with his methods of doing business. Who the board of directors of these corporations are, we are not informed. The Service Company has declared dividends, but we do not know whether they were earned or paid under the rules of frenzied financing out of the capital stock the subscribers paid in, in order to make another sucker bite.

The Independent believes in big business, but it must be clean. We do not know what salary President Perry receives from the Citizens Trust Co., Service Co., Gate City Laundry or his Augusta Laundry, but judging from the time he spends in the Standard's office he must secure from his other allied interests $25,000 per annum. Of the many interests he controls, we are interested only in the Standard Life, and we insist that he give us more of his time or reduce his salary in proportion to the service he renders.

It is no credit to either the Standard or its president for the company to be garnisheed on account of debts made by the president promoting wild-cat schemes. Frenzied financing is not a legitimate business to engage the time of the president of the Stand

STOCKHOLDERS OF STANDARD LIFE

Nashville Globe

ANNUAL MEETING HELD IN ATLANTA, GA.—UNPRECEDENTED YEAR OF PROSPERITY—HANDSOME DIVIDEND DECLARED.

June 25-18.

Atlanta, Ga.—Stockholders interested in what is regarded as the largest old line legal reserve insurance company owned by Negroes were here last week. It was the meeting of the Standard Life Insurance Company that was held in the home office at the Odd Fellows Hall Building of this city. Leading men in business and professional world from eight states were in attendance and it is said that it was one of the largest meetings held by the Standard Life people in the history of the organization.

According to announcement, every preparation had been made, and the stockholders were entertained, some by the company and some by personal friends. Prior to the meeting of the stockholders, the directors held their semi annual meeting in the office of President Perry. One of the most important things done was the declaring of a 3 per cent dividend on the $125,000.00 worth of paid i ncapital, and the passing of a sufficient amount to the surplus to bring it up to $50,000.00. At two oclock the directors met on the top floor of the magnificent Odd Fellows' Building and after spending the better part of the afternoon in session they adjourned, but not until they had elected a new board of directors for 1918. Splendid reports were made by President Perry and Secretary Pace, showing that the company had paid out $32,000.00 in death claims, and that not a single claim had been contested, but that the money was paid as soon as proof of death and all papers were submitted. At the adjournment of the stockholders meeting, the directors once more re-assembled, and Mr. H. E. Perry and Mr. H. H. Pace were elected president and secretary respectively for the ensuing year. Dr. C. C. Cater was elected as Medical director, and Mr. Lewis of Jacksonville, Fla., vice president; Mr. King as agency director. It is understood that the company has in the neighborhood of $6,000,000.00 of insurance in force, and that their new plans are to double this amount by January, 1

NORTH CAROLINA MUTUAL ENTERS MARYLAND

Strong, Reliable Old Line Insurance Company With a Record to be Proud Of

The Daily Herald March 1, 1918.

The North Carolina Mutual and Provident Association, of Durham, N. C., now has a branch in Baltimore. The society is the oldest, largest and strongest Negro life insurance company in the world.

During the month of December they began negotiating to enter Baltimore. They finally took over the Family Rescue and Beneficial Association, 1035 Druid Hill avenue, of which Mr. C. M. H. Johnson was secretary. He has been made general agent for the company in this state.

The company is now in the twentieth year of successful business. It is an old line insurance coming that is owned, controlled and operated in its entirety by Negroes. Mr. John Merrick, its president, was the founder. Its business has aggregated $12,000,000.

NEGRO LIFE INSURANCE SALESMEN MEET IN CONVENTION AT LITTLE ROCK, ARK.

Atlanta Independent

The Second Annual Agents' Convention of the Standard Life Insurance Company's Sales Force for the state of Arkansas was held in the Auditorium of the Mosaic Temple Building at Little Rock, July 5th; with a full attendance of the Agency Force and two representatives from the Home Office, in the person of William Driskell, Special Representative and W. H. King, director of agencies. 1-24-4

The Convention is the result of the tireless effort and remarkable vision of the Supervisor of Agencies for Arkansas and Texas, E. H. Carry, who is one of the "live wires" of the company. The wisdom of this idea was apparent from the first meeting in 1917 with an attendance of ten agents, and which has grown steadily and attracted the interest of the agency force throughout the state, resulting in an attendance this year of twenty-five agents from every section of the state, and a number of stockholders.

The meeting was called to order at 10:30 with E. H. Carry in the chair. From the start the striking feature was the business-like manner in which all matters were dispatched. From the time the meeting was called to order to its adjournment, not a moment was lost in non-essentials, but every one seemed to be infected with the business like spirit, hustle and enthusiasm which has dominated this company since its beginning.

After the most fervent invocation by the Reverend R. M Caver, the welcome address in behilf of the citizens of Little Rock was extended by P. L. Dorman. The happy and thoughtful vein in which his remarks were encouched put every one at ease and made every one feel that Little Rock was a welcome indeed. The response by H. L. Lang was delivered in the same happy vein, and enabled every one to get down immediately to the work for which he had come. The different subjects were carefully prepared and showed that thought and not guesswork had been put into them. From the ripe experience of the agents on the field to the minutest detail of the work in the office the discussion continued to the enlightenment of all present. The one thing clearly established was the fact that each agent realized that he was engaged in the biggest business enterprise in the race; that he was connected with the best organization, and that he owed perfect loyalty to it and he was taking his place rapidly as a benefactor of the race.

The addresses of Special Representative, William Driskell, and Director of Agencies, W. H. King, were received with interest by all present.

After the convention was concluded, a recess was taken until 9:30 p. m., at at which time the banquet was called, and men of all walks of life in the city of Little Rock, together with visiting agents and stockholders were present. Throwing cares and troubles to the wind for more than two hours, all were dined and "grape-juiced," interspersed with wit, humor and oratory by the following:

Toasts—"Our Country," J. H. McConico, National Auditor Mosaic Templars of America; "Our Defenders," D. M. Well, National Editor of Mosaic Guide; "Our Agents," P. L. Dorman, Rosenwald Agent for the State of Arkansas; "Our Examiners," Dr. G. W. S. Ish, superintendent Bush Memorial Hospital; "Our Home Office and Executive Officers," William Driskell, Special Representative Standard Life Insurance Company; "Our Stockholders," Theo Bond, of the firm of Scott Bond & Sons, Madison, Arkansas; "Our Sister Institutions," G. W. Cox, Assistant General Manager Mississippi Beneficial Life Insurance Company; "Our Fraternal Institutions," Dr. S. J. Elliott, National Grand Master, Mosaic Templars of America. Response, W. H. King, Director of Agencies Standard Life Insurance Company. The remarks of Mr. King were a revelation showing the phenomenal growth of Standard Life; and presenting so clearly its progress since beginning business in 1913. From one room in the Rucker Building it has gradually increased year by year, and today we find it occupying an entire floor in the Odd Fellows' Building, Atlanta, Georgia—consisting of fourteen rooms and still crowded for space. From four Home Office employees who included the President and Secretary, to thirty-six Home Office employees today, excluding the President and Secretary—from three agents in 1913, now an Agency Force in 1918 of one hundred seventy-five men. The growth of the company as enumerated by Mr. King exceeded far the expectations of all present, showing business in force in 1913, $361,000, to the staggering sum in 1918 of over $7,000,000. He paid a tribute to the Agency Force, and their remarkable productive ability from an average monthly production in 1913 of $20,000 to an average monthly production in 1918 of $500,000. The fact that the Company's Sales Force produced in the Month of June just passed, $1,045,250 in business, called forth tremendous applause.

As toast master, Mr. Carry aquitted himself with that poise and ready wit characteristic of the man. The high esteem in which he is held by the Agency Force in the state was demonstrated by the presentation of a costly fountain pen and a perpetual diary by his Agency Force. The presentation speech was beautifully delivered by H. W. Savage of Pine Bluff, Arkansas. Mr. Carry was not prepared for the surprise and with a voice choking with emotion, he attempted to reply. But the fact that real human beings saw enough virtue in a life insurance agent to make such fitting expression of their good will was too much for him, and he collapsed.

All left feeling that business and pleasure had been happily blended, and that each one would have a larger vision and determination to put Arkansas in her rightful place—"AT THE TOP."

DIVISION OF BEHAVIORAL SCIENCE RESEARCH PEL 7

Agents' Meeting Mutual and Provident Association

Independent - 6-27-18

150 AGENTS PRESENT SEND RESOLUTIONS TO THE PRESIDENT

Durham, N. C., June 17—Life insurance from every angle was discussed in this city last Friday and Saturday by one of the most representative body of insurance workers n the race. There was in attendance over 150 men and women form Maryland, District of Columbia, Virginia, North Carolina, South Carolina and Georgia. The Occasion was the annual conference of the North-Carolina Mutual & Provident Association, the largest Negro Insuran- concern in the world.

The wholseome result obtained t the masterly management of th company reveals that its ability t recognize ability in the race and hai ness is so that all phases of activitie for racial uplift is being splendidly accentuated by t were among the outsatnding features of this conference. The representatives of the company are thorough going business people and the association is not experiencing the slack methods of agents who often were not cognizant of what ethics meant in the business world, as it did some years ago. It shows that the Negro concerns that pay well for meritorius people will succeed.

The principal speakers at the conference were C. C. Spaulding, vice-president & general manager, who is regarded as an insurance genius and whose close application and devotic to the every detail; Dr. A. M. Mor treasurer & medical director: Jol Merrick, founder and president; M. Avery, assistant general manage

"The Durham Sun' one of th leading dailies of North Carolina i an editorial on this conferenc in part said:

The officers of the N. C. Mutua and Provident Association, wit their great number of agents and r presentatives, represent the highes type of administrative and executiv ability of the race. They have bee capable of seeing civic, benevolen and thrift questions in the liight tha benefits the greatest number of thei people. They have demonstrate their ability as business men to d business, and they have been of un told blessings to the porer ones of their color, by enabling them to provide and save. They have built up a great business, and accumulated good property to back it up. The State Department, which examines its books every year, has time and time again said no business was better managed, or had a cleaner set of books—down to a penny every time. It is safe and sound as an American dollar. The colored man is fortunate to have such a provident company. And Durham is fortunate in having this great colored business in her gates for the benefit of the colored people evrywhere, and we, today, point to this meeting of representative and business they represent, with a feeling of pride for the colored man, and congratulations for what he is doing in Durham for his race.

The following resolution was wired the president:

Durham, N. C. June 15, 1918.
Hon. Woodrow Wilson,
President of the United States of America,
Washington, D. C.

Dear Sir—The management and representatives of the North Carolina Mutual and Provident Association from Maryland, Virginia, North Caolina, South Caolina and Geogia in annual session assembled, hereby express our hearty endorsement of your course in conducting the war to free not only Americans but all people from the power of the German government, whose present attitude is a menance to the liberty of the free people of the world.

We pledge ourselves to urge the colored people of our district to sacrifice to the utmost that your arms may be upheld in this great strpggle for human freedom.

Following the purchase of $110,000 of Liberty Bonds and $1,000 of war savings stamps by the company we further pledge you our unqualified support in your efforts to win the war for world democracy.

CHARLOTTE N C NEWS
MARCH 12 1918

Five Attorneys Engaged in Untangling Legal Knot for Negro Insurance Co..

Five attorneys are today engaged in presenting the opposing contentions of a $200 suit in civil court before Judge Long in the case of Laura Hattie Conner against the Rising Star Lodge, a colored insurance organization. It is contended by the plaintiff that she is due $200 from the insurance company in the shape of a policy carried by her husband, now deceased. E. R. Preston and R. T. Puhlman represent the plaintiff and Edgar W. Pharr, Thaddeaus A. Adams and J. D. McCall represent the defendant. The case was taken up early this morning and promises to consume the entire day in the hearing.

Yesterday afternoon the plantiff was the victor in the suit of J. L. Guy against the Mecklenburg lumber plant, in which the plaintiff sought collection of $67, which he claimed was due him for work he had done for the plant. The plant had filed a counter claim against him, but the jury ruled with the plaintiff.

DIVISION OF BEHAVIORAL SCIENCE RESEARCH